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The COMPUTER PAPER

BRITISH COLUMBIA'S COMPUTER INFORMATION SOURCE

Vol. I, No. 10 November 1988

FROM THE EDITOR



In fall and computer show time again. The Pacific Rim Computer and Communications Show is at the Vancouver Trade and Convention Centre Nov. 1, 2 & 3. This is Vancouver's biggest show, with over 30,000 visitors expected and this year's show, as usual, promises to have a lot of interesting products on display. We will booth 1934 down by the Exhibition Lounge. We hope you will drop by and say "Hi".

We have a special alert for doctors who are thinking of buying a computer system to deal with the new Medical Services Plan (MSP) 2 online medical billing system. This works are needed by towards the deadline when they have to begin submitting all their billings online (through a service bureau which does it for them, or from their own computer system with a modem). The Pacific Rim Computer Show will have a special session on Comprehending the Medical Office. Our center pull-out section is designed as the guide for that particular aspect of the show.

Our focus for software this month is on word processing. According to the statistics, word processing is the most popular software application on computers. Most people do more word processing than any other single application. We look at four new versions of popular word processors.

As we mentioned last month we now can be reached on a Bulletin Board System. If you have a modem and want to send us articles, ads, classifieds, letters to the editor, or just tell us some bar tales, please call us on Mindlink. The numbers (604) 533-2312 and you can call at 300, 1300 or 2400 baud. The procedure is to type in "Computer Paper" when the system asks you your name. From there you can either upload files, or type in text. Mindlink is Vancouver's largest BBS with eight phone lines and has lots of other interesting things on it. It's a pay board, so you must become a member to use the other parts of the system. Leaving messages for The Computer Paper is of course free. Once you have left your message for us, you also sign onto Mindlink and stroll around to see what they have. As Frank Rinner, the Sysop (System Operator) for Mindlink says:

"See you On-Line".

Kesar Singh Khosla

Kesar Singh Khosla
Publisher/Editor

Coming Schedule

December: CAD/Language
 Copy & Art Deadline: *Midnight 19*
 January: Payroll/Personnel/HR
 Copy & Art Deadline: *Friday Jan 15*
 February: Telecommunications/FAX
 Copy & Art Deadline: *Friday January 20*
 March: Bookings/Publishing/CP-ROM
 Copy & Art Deadline: *Friday February 17*
 April: Spreadsheet/DB/Marketing
 Copy & Art Deadline: *Friday March 17*
 May: Field of Job/Interviews
 Copy & Art Deadline: *Wednesday April 13*
 June: DOS/Word Editors
 Copy & Art Deadline: *Friday May 13*
 July: Money/Logistics
 Copy & Art Deadline: *Friday June 10*
 Call for Advertising Rates:
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Telco Signs Distribution Deals

VANCOUVER, British Columbia, —Toll-free Telco, Inc. has signed distribution agreements with several major software distributors. The agreements will enable Telco to distribute its software products in the United States and Canada. Telco, Inc. has also signed distribution agreements with several major software distributors in the United States and Canada. Telco, Inc. has also signed distribution agreements with several major software distributors in the United States and Canada.

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U of T Library Tightens Up After Randomized Print-Filing

TSO — The University of Toronto library system has changed personnel and optional configurations to meet with such ease that alterations now require no more than the library's computer system to be changed. The library's computer system, which is used to manage the library's collection, has been changed to allow the library to change its personnel and optional configurations to meet with such ease that alterations now require no more than the library's computer system to be changed. The library's computer system, which is used to manage the library's collection, has been changed to allow the library to change its personnel and optional configurations to meet with such ease that alterations now require no more than the library's computer system to be changed.

Changes will now require alterations which will be made by the library's computer system. The library's computer system, which is used to manage the library's collection, has been changed to allow the library to change its personnel and optional configurations to meet with such ease that alterations now require no more than the library's computer system to be changed. The library's computer system, which is used to manage the library's collection, has been changed to allow the library to change its personnel and optional configurations to meet with such ease that alterations now require no more than the library's computer system to be changed.

J.R. Marketing To Improve Wordperfect Support

COBALT, Ont. (905) — J.R. Marketing of Canada says it recognizes telephone support for Wordperfect software has been hard to get in Canada, and is willing to remedy the problem. J.R. is also willing to provide the Wordperfect software, and offering a Wordperfect software support service. J.R. Marketing of Canada says it recognizes telephone support for Wordperfect software has been hard to get in Canada, and is willing to remedy the problem. J.R. is also willing to provide the Wordperfect software, and offering a Wordperfect software support service.

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Toronto Show Times Comes

TORONTO (905) — Displays of the Canadian Computer Show, which is being held at the Sheraton Hotel, will be open to the public from November 14 to 17, the same week as the World's Fair in Las Vegas.

According to the show's organizers, the show will be open to the public from November 14 to 17, the same week as the World's Fair in Las Vegas. The show will be open to the public from November 14 to 17, the same week as the World's Fair in Las Vegas. The show will be open to the public from November 14 to 17, the same week as the World's Fair in Las Vegas.

Gandolfi Opens Advanced Circuit Board Plant

OTTAWA (505) — Gandolfi Technologies Inc. has now opened a new board manufacturing plant in Canada's east. The plant, which is located in Ottawa, will be open to the public from November 14 to 17, the same week as the World's Fair in Las Vegas. The plant, which is located in Ottawa, will be open to the public from November 14 to 17, the same week as the World's Fair in Las Vegas.

Canada Sets Up National Committee On Data Security

OTTAWA (905) — The National Committee of Canada is setting up a national committee to deal with the problem of data security. The committee will be open to the public from November 14 to 17, the same week as the World's Fair in Las Vegas. The committee will be open to the public from November 14 to 17, the same week as the World's Fair in Las Vegas.

representatives of government, business and educational institutions. The committee will be open to the public from November 14 to 17, the same week as the World's Fair in Las Vegas. The committee will be open to the public from November 14 to 17, the same week as the World's Fair in Las Vegas.

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Lotus Canada Becoming A Full-Fledged Subsidiary

TORONTO (905) — Lotus Canada has become a full-fledged subsidiary of Lotus Development Corporation. The company is now a subsidiary of Lotus Development Corporation. The company is now a subsidiary of Lotus Development Corporation. The company is now a subsidiary of Lotus Development Corporation.

Lotus Canada has become a full-fledged subsidiary of Lotus Development Corporation. The company is now a subsidiary of Lotus Development Corporation. The company is now a subsidiary of Lotus Development Corporation. The company is now a subsidiary of Lotus Development Corporation.

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London, Ont. Tries Debt Card

LONDON, Ont. (905) — The city of London, Ont., is trying to get rid of its debt. The city is trying to get rid of its debt. The city is trying to get rid of its debt. The city is trying to get rid of its debt. The city is trying to get rid of its debt.

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Sonya Banks On CD-ROM

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Microsoft's profits. It's not like Microsoft's software sales are the only source of revenue for the company. The company also has a large number of other products, including the Windows operating system, which is a major source of revenue for the company. The company also has a large number of other products, including the Windows operating system, which is a major source of revenue for the company.

EISA: The Next Line?

While everyone is talking about EISA, not everyone is trying to prove it. At least the industry doesn't have a suggestion that EISA may be the thing. The industry is still in the early stages of the process. The industry is still in the early stages of the process. The industry is still in the early stages of the process.

Eventually, the EISA and its competitors may approach a compromise. The industry is still in the early stages of the process. The industry is still in the early stages of the process. The industry is still in the early stages of the process.

Stealing Dunsenfeld's Act

It's not just a few people who are stealing Dunsenfeld's act. It's not just a few people who are stealing Dunsenfeld's act. It's not just a few people who are stealing Dunsenfeld's act.

The fact that this happened was a clear indication that the industry is still in the early stages of the process. The industry is still in the early stages of the process. The industry is still in the early stages of the process.

New everyone's talking about EISA, not everyone is trying to prove it. At least the industry doesn't have a suggestion that EISA may be the thing. The industry is still in the early stages of the process.

IBM Chief Analyst EISA Group For Confusing Users

NAP, Co. (NAP) - IBM Group Systems Division President Bill Lorus has said a Groupware conference that he doesn't believe customers will attend. The conference is a Groupware conference that he doesn't believe customers will attend.

IBM has been very active in the industry by the "IBM" name. The IBM name is a major source of revenue for the company. The IBM name is a major source of revenue for the company.

Another Non-MCA P&S Coming From IBM?

ARMSTRONG, N.Y. (N.Y.) - The IBM industry is still in the early stages of the process. The industry is still in the early stages of the process. The industry is still in the early stages of the process.

PC NEWS

Berkland's New Quarter Offer

ROTH VALLEY, Co. (N.Y.) - The IBM industry is still in the early stages of the process. The industry is still in the early stages of the process. The industry is still in the early stages of the process.

IBM Taiwan Punishes Copyright Infringement

TOYOYO (N.Y.) - IBM Taiwan is looking for aggressive approaches to wipe out companies that are infringing on its copyright. The IBM Taiwan is looking for aggressive approaches to wipe out companies that are infringing on its copyright.

Zeit Ships Computer Library

NEW YORK (N.Y.) - Zeit Communications Co. has begun shipping a computer library. The computer library is a major source of revenue for the company. The computer library is a major source of revenue for the company.

A Digital Gap For Tandy

MARYLAND, Mass. (N.Y.) - Digital Equipment Corp. has completed a deal with Tandy Corp. to

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UNIX

Fujitsu Shipped With AT&T

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What's NeXT?

John's NeXT Gen

First Public Viewing

SAN FRANCISCO (ENR)—In whatever guise it is, the next publicist-company meeting to witness, Steve Jobs has shown the workstation he claims is a model for the 1990s. The design—resembling Macintosh with improved keyboard and mouse—has struck workers from the crowd of 3,000.

The machine, shown at the Los Angeles Symphony hall at San Francisco, said to be the cheapest and fastest model of 1990, has Jobs, a co-founder of Apple Computer, chose to unveil a working prototype but a show the team was rapid to express optimism, many of whom were local, whose clients would be needed in getting the product out the door.

Aimed at the college market, the NeXT Computer System is built hardware configuration is similar to the first, value does however as a single board of the computer's functions and has two custom VLSI chips. Of special interest is the RCP or Integrated Circuit Processor chip which provides 32 dedicated channels for floating-point work for data, images, pictures or video graphics. It replaces several hundred chips performing similar functions in conventional.

Other features of the system include a megabyte of RAM, a 25-MHz magister capable optical disk, and the 25-MHz magister high-resolution display at 640x480 resolution per inch. Purchasing time period is currently in place at \$2,500. The main processor is a 32-MHz magister. Meanwhile, 600000 instructions per second floating-point unit. Also included is a 10-MHz processor per second optical graphics processor for real-time work and image processing. The processor is based on a 32-bit microprocessor.

Options include a megabyte RAM expansion module, a 25-MHz magister high-resolution display, a 640x480 resolution per inch. Purchasing time period is currently in place at \$2,500. The main processor is a 32-MHz magister. Meanwhile, 600000 instructions per second floating-point unit. Also included is a 10-MHz processor per second optical graphics processor for real-time work and image processing. The processor is based on a 32-bit microprocessor.

While the first may inspire optimism, however, the next machine, they argued from that. Steve Jobs, founder of Apple Computer, said the machine is a model for the 1990s. The design—resembling Macintosh with improved keyboard and mouse—has struck workers from the crowd of 3,000.

The NeXT Step

Getting Developers Interested

SAN FRANCISCO (ENR)—It was not an overwhelming response at the NeXT's report. It was a crowd of about 3,000. The show is particularly important for developers, who would be the first to see the machine. The show is particularly important for developers, who would be the first to see the machine. The show is particularly important for developers, who would be the first to see the machine.

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The NeXT System

SAN FRANCISCO (ENR)—NeXT Inc. has a machine that is a model for the 1990s. The design—resembling Macintosh with improved keyboard and mouse—has struck workers from the crowd of 3,000.



to stay close to a new model. Jobs told the crowd on Feb. 10, however, to be ready to go to the next machine, they argued from that.

Other features of the system include a megabyte of RAM, a 25-MHz magister capable optical disk, and the 25-MHz magister high-resolution display at 640x480 resolution per inch. Purchasing time period is currently in place at \$2,500. The main processor is a 32-MHz magister.

Meanwhile, 600000 instructions per second floating-point unit. Also included is a 10-MHz processor per second optical graphics processor for real-time work and image processing. The processor is based on a 32-bit microprocessor.

Display Postscript

Next Is The First To Use It

SAN FRANCISCO (ENR)—Apple's design is a model for the 1990s. The design—resembling Macintosh with improved keyboard and mouse—has struck workers from the crowd of 3,000.

Big Games Wonder

Will All The Next Fun?

SAN FRANCISCO (ENR)—One question is whether all the benefits surrounding the new NeXT Computer is a model for the 1990s. The design—resembling Macintosh with improved keyboard and mouse—has struck workers from the crowd of 3,000.

Apple's design is a model for the 1990s. The design—resembling Macintosh with improved keyboard and mouse—has struck workers from the crowd of 3,000.

Apple's design is a model for the 1990s. The design—resembling Macintosh with improved keyboard and mouse—has struck workers from the crowd of 3,000.

Basic Black "Option"

SAN FRANCISCO (ENR)—Apple's design is a model for the 1990s. The design—resembling Macintosh with improved keyboard and mouse—has struck workers from the crowd of 3,000.

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IBM And Next

ARMONK, N.Y. (ENR)—International Business Machines Corp. has announced the first and last of Steve Jobs' new machine. Big Blue says it plans to use the software in a graphics, video, and other applications for workstation.

Pittsburgh Next?

PITTSBURGH (ENR)—Carnegie Mellon University, which came out of the first and last of Steve Jobs' new machine. Big Blue says it plans to use the software in a graphics, video, and other applications for workstation.



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COMPUTERIZING THE MEDICAL OFFICE

Pacific Rim Computer Show Special Supplement



WELCOME LETTER FROM HELENE LEVASSEUR

Welcome to the 1988 Computer and Communications Show at the Vancouver Trade and Convention Centre.

I'm sure you'll agree that it is indeed a challenge keeping up with the computer world.

For this reason we developed this seminar entitled "Computerizing your medical office: Doing the business evaluation" and our "Medical Exhibits Showcase" to further the needs and objectives of the medical profession.

We would like to thank UBC Computer Science Programs Centre for Continuing Education for bringing this valuable seminar to our show. Also special thanks to the SCMA for their support.

We hope you find at the 1988 Computer & Communications Show an exciting one-stop shopping venue and that you enjoy the show.

Yours very truly,
PACIFIC RIM COMPUTER & COMMUNICATIONS SHOW

Helene Levasseur
Show Manager
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THE SEMINAR

COMPUTERIZING YOUR MEDICAL OFFICE: Doing the Business Evaluation

(Tuesday, Nov. 1, 9-4 pm)

Cost: \$125 (includes lunch and Pacific Rim Computer and Communications Show passes).

Structured for physicians and medical office managers, this seminar is designed to help professionals comply with the Medical Services' directive to get on-line by 1989. Sponsored by the UBC Computer Science Program, in cooperation with the British Columbia Medical Association, it will include an update on MSP's television system of information communication, the various methods of computerizing medical offices, evaluation of both hardware and software, and ways to smoothly implement a plan. Part of the seminar will include a business evaluation to help medical offices identify their requirements.

The seminar will be taught by Pat Harold, senior director with UBC Data Processing Consultants who has presented seminars to physicians in B.C. for over five years, and Ken Robertson, a senior consultant with UBC Data Processing Consultants who has over 12 years experience in the computer industry and five years with microcomputers.



TELEPLAN 2 NEWS

Mulligan Adds New Tied to MSP Billing Options

An alternative to computer equipment and software acquisition will be available for electronic claim submissions to the Medical Services Plan of British Columbia, starting in December. Mulligan will provide a consistent solution, allowing practitioners to use a 9 by 7 inch desktop compact terminal, connected to a service bureau through standard telephone lines. No modem will be necessary. The terminals will be rented for \$30.00 per month.

The service bureau will use as host, a Mulligan Videotek environment which incorporates the M2000 fourth generation system, which will have one of data transmission to and from MSP. Practitioners will pay the service bureau its regular fee (\$1,400.00 per year) for data processing and MSP connection.

The Mulligan system will be particularly effective to the smaller and/or isolated medical offices, which require reliability, simplicity and ease of use. A standard voice BC TEL line is the only requirement for operation of the terminal. Another benefit of the Mulligan option is to provide geographically remote practitioners with a field that is not dependent on "dial access points" to be set up by the MSP (a dial access point will provide discounted long distance charges, but only if there are three or fewer in the concerned area). Mulligan clients will be able to use hot line 800 numbers for communication with the service bureau.

Using the system will allow physicians to perform patient billing and claim submission, as well as to communicate with each other through M.I.M.O.S. (Mulligan Electronic Mail Office System), to assign professional and confidential information using protected mailboxes, or transfer patient

MEDICAL NEWS CONTINUED ON PAGE 17



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2	First Year's Support and Upgrades	\$299.00	1	\$299.00
3	DOB 3.00 (DOB 4.0 is available, but not recommended)	\$99.00	1	\$99.00
4	IBM PS/2 386-25	\$199.00	1	\$199.00
5	10 MB 386 Hard Disk	\$49.00	1	\$49.00
6	20 MB Hard Disk	\$49.00	1	\$49.00
7	1.44 MB Floppy	\$9.00	1	\$9.00
8	VGA	\$49.00	1	\$49.00
9	3 AT-compatible slots (1 used by Modem below)	\$49.00	1	\$49.00
10	IBM 4013 VGA Monitor	\$49.00	1	\$49.00
11	IBM Proprietary (24 pin) \$225 extra	\$225.00	1	\$225.00
12	ATI 2860-enc Modem (9600bps) \$5 Extra/Correction	\$5.00	1	\$5.00
13	10 Minute Telephone Free-Service	\$0.00	1	\$0.00
14	Insurance and Private Aging of Accounts	\$0.00	1	\$0.00
15	Programmable Statements	\$0.00	1	\$0.00
16	YAMBS 1.0 Basic for a Single Practitioner	\$299.00	1	\$299.00
17	First Year's Support and Upgrades	\$299.00	1	\$299.00
18	DOB 3.00 (DOB 4.0 is available, but not recommended)	\$99.00	1	\$99.00
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InterCare Corporation is an affiliate of Veritech Healthcare Corporation Inc., a Toronto-based manufacturer, distributor and retailer of medical supplies and health care products, with operating divisions throughout Canada and the U.S. Combined revenues of Veritech and the InterCare business are currently in excess of C\$400 million. Veritech serves the British Columbia medical community through its wholly owned subsidiary Boker Healthcare Products Ltd.

For further information on MedTech products contact: MedTech Computer Systems Ltd., 301 1663 - West 7th Avenue, Vancouver, British Columbia V6Z 7J1-7125.



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MS Word 4.0 — A First Entry Into

Desktop Publishing

by Nelson Ford

Introduction

One of the more popular designs of any Desktop Publishing system is the word processor. The idea of a word processor is DTP is to give you just the program dedicated to such as possible before every use a Page Layout program. The more these programs can be automated, the more time you save when creating a document for publication.

MS Word 4.0

It is a Microsoft Word 4.0's strength. With powerful editing capabilities, the ability to search and replace special characters and characters in fonts, commands in American Descriptions, Style Sheets (font formatting), Grammar checker, the word processor provides great efficiency in an efficient word processing tool.

Text Entry Problems

Most word processing users today tend to transfer information into a document by word processing. They use the space bar to insert spaces, the enter key to insert a new line, and the backspace key to delete a character. This method is very simple and easy to use. However, it is not the most efficient way to enter text. A more efficient way to enter text is to use a keyboard. This method is more efficient because it allows you to enter text without having to use the space bar or the enter key. This method is also more efficient because it allows you to enter text without having to use the backspace key.

For example, using the space bar to insert a space is a very inefficient way to enter text. It is more efficient to use the space bar to insert a space. This method is more efficient because it allows you to enter text without having to use the space bar or the enter key. This method is also more efficient because it allows you to enter text without having to use the backspace key.

Tables are also a common use of a word processor. They can be used to enter text without having to use the space bar or the enter key. This method is more efficient because it allows you to enter text without having to use the space bar or the enter key. This method is also more efficient because it allows you to enter text without having to use the backspace key.

Again, as an experienced user, you can use a word processor to enter text without having to use the space bar or the enter key. This method is more efficient because it allows you to enter text without having to use the space bar or the enter key. This method is also more efficient because it allows you to enter text without having to use the backspace key.

MS Word's graphics features are quite good. They allow you to enter text without having to use the space bar or the enter key. This method is more efficient because it allows you to enter text without having to use the space bar or the enter key. This method is also more efficient because it allows you to enter text without having to use the backspace key.

MS Word is also a good word processor. It allows you to enter text without having to use the space bar or the enter key. This method is more efficient because it allows you to enter text without having to use the space bar or the enter key. This method is also more efficient because it allows you to enter text without having to use the backspace key.

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One which is important from the actual publication, after allowing you to quickly format text, publications directly with a minimum of work. They also allow for quick document re-formatting should customer change their mind on any format.

One thing that is not included, and that is not easily performed, is the ability to enter text without having to use the space bar or the enter key. This method is more efficient because it allows you to enter text without having to use the space bar or the enter key. This method is also more efficient because it allows you to enter text without having to use the backspace key.

Conclusion

MS Word is a very powerful word processor. It allows you to enter text without having to use the space bar or the enter key. This method is more efficient because it allows you to enter text without having to use the space bar or the enter key. This method is also more efficient because it allows you to enter text without having to use the backspace key.

Whether this is used for DTP or for a word processor, MS Word is a very powerful word processor. It allows you to enter text without having to use the space bar or the enter key. This method is more efficient because it allows you to enter text without having to use the space bar or the enter key. This method is also more efficient because it allows you to enter text without having to use the backspace key.

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"We want our customers to have the best of all worlds. The best selection of software in the entire Market, the lowest prices, and professional service and after sales support from our sales staff."

"There's no longer any need to drive to Blaine, or order software by mail to get the best prices and selection. We've got it right here. We promise savings of 30% to 50% off the list price."

All Chalk encourages corporate customers to sample Doppler before buying elsewhere. "Many businesses tend to deal with one supplier without really looking at others. I think most companies will be surprised at how much they save at Doppler, not to mention the better service."

Currently, Doppler Computer Centre will carry over eight hundred software titles in stock, and offers over three thousand titles.

These include word processing, desktop publishing, business packages, accounting, games and miscellaneous packages, and many others.

David Chalk is convinced that Doppler Computer Centre has more to offer than any other software store in the area.

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To make it easy for business owners to pick the software packages they need, Doppler has in place computer spaces called Software Info Service. It allows customers to receive and compare information about the latest software software packages. The computer and information services has customers that the type of program they need by product type, name or manufacturer. A special knowledge of computers is not needed to operate this display.

Doppler has hundreds of home and educational software programs for children and adults, as well as games. Computer games have become more popular and available in the last few years with better graphics, color and features. With Chalk's sales staff around the corner, a software package represents an affordable gift that will be used for years to come.

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Is WordPerfect Perfect?

Is WordPerfect Mac-Like?

I will admit that, when I was first learning this program, I had a few misgivings about it. I had migrated from the venerable MS-DOS world, and my experience of MS Macintosh would, I was sure, have, however, quickly altered, once I had settled up to begin work with it. WordPerfect has many good, including very many, with a wealth of options available and rich, making working with the program a pleasure for a user. The same, however, is not the case for the Macintosh. In this it is a quality and simply, reminding me of a more recent experience, when I had to learn the program. The working style of the Macintosh is a pleasure to use, but it is not the case for the Macintosh, making it a bit of a pain to use the program, making it a bit of a pain to use the program.

The word Mac refers to very few Mac-like ways also, perhaps justified because, despite the fact that it is a quality and simply, reminding me of a more recent experience, when I had to learn the program. The working style of the Macintosh is a pleasure to use, but it is not the case for the Macintosh, making it a bit of a pain to use the program, making it a bit of a pain to use the program.

As I worked my way through the chapters of the program, I found it a bit of a pain to use the program, making it a bit of a pain to use the program, making it a bit of a pain to use the program, making it a bit of a pain to use the program.

Another reference is that you do not have to make a lot of changes to the program, making it a bit of a pain to use the program, making it a bit of a pain to use the program, making it a bit of a pain to use the program.

Finally, the program is a bit of a pain to use the program, making it a bit of a pain to use the program, making it a bit of a pain to use the program, making it a bit of a pain to use the program.

but also, it is a bit of a pain to use the program, making it a bit of a pain to use the program, making it a bit of a pain to use the program.

The Date and Time feature, however, is a bit of a pain to use the program, making it a bit of a pain to use the program, making it a bit of a pain to use the program.

WordPerfect will also make documents, making it a bit of a pain to use the program, making it a bit of a pain to use the program, making it a bit of a pain to use the program.

I found the program a bit of a pain to use the program, making it a bit of a pain to use the program, making it a bit of a pain to use the program.

Given the limitations of the program, I found it a bit of a pain to use the program, making it a bit of a pain to use the program, making it a bit of a pain to use the program.

WordPerfect for the Macintosh is a bit of a pain to use the program, making it a bit of a pain to use the program, making it a bit of a pain to use the program.

Finally, the program is a bit of a pain to use the program, making it a bit of a pain to use the program, making it a bit of a pain to use the program.

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A.W.P. runs on any PC or compatible. To use your personal or school (business, education, etc.) for business. Follow the prompts and fill out the forms, and A.W.P. will take care of the books. The system is designed to work with other business software, such as bookkeeping, but it can't handle the numbers itself.

When Dave Dore starts with a new company, he starts with a demo company that gives him a good enough idea of the system's capabilities. A suggested chart of accounts is included, but all record-keeping can be set up according to your own preferences.

Accounting With Pictures

When Dave Dore starts with a new company, he starts with a demo company that gives him a good enough idea of the system's capabilities. A suggested chart of accounts is included, but all record-keeping can be set up according to your own preferences.

At the bottom, A.W.P. shows you how to use the system. The system is designed to work with other business software, such as bookkeeping, but it can't handle the numbers itself.

The A.W.P. software is designed to work with other business software, such as bookkeeping, but it can't handle the numbers itself. The system is designed to work with other business software, such as bookkeeping, but it can't handle the numbers itself.

When Dave Dore starts with a new company, he starts with a demo company that gives him a good enough idea of the system's capabilities. A suggested chart of accounts is included, but all record-keeping can be set up according to your own preferences.

are doing single person in a certain job. You don't have to be a job creator, and the system is designed to be used by a single person.

Basic bookkeeping skills are discussed when you first use the system. The system is designed to be used by a single person.

A.W.P. provides all the accounting functions you need to run a business, but it's not a complete accounting system. It's a good starting point for a business owner who wants to get a good idea of the system's capabilities.

The General Ledger is a good starting point for a business owner who wants to get a good idea of the system's capabilities. It's a good starting point for a business owner who wants to get a good idea of the system's capabilities.

Financial statements are a good starting point for a business owner who wants to get a good idea of the system's capabilities. It's a good starting point for a business owner who wants to get a good idea of the system's capabilities.

There are also some accounting and payroll software packages that can be used with the system. The system is designed to work with other business software, such as bookkeeping, but it can't handle the numbers itself.

My only complaint is that the system is a bit slow. It's a good starting point for a business owner who wants to get a good idea of the system's capabilities. It's a good starting point for a business owner who wants to get a good idea of the system's capabilities.

(ABC) is reported when you're filing in a field. The system is designed to be used by a single person.

My guess is that the system is designed to be used by a single person. It's a good starting point for a business owner who wants to get a good idea of the system's capabilities.

The system is designed to be used by a single person. It's a good starting point for a business owner who wants to get a good idea of the system's capabilities. It's a good starting point for a business owner who wants to get a good idea of the system's capabilities.

Robert Williams is a partner in C&C Software, a free consulting and software services firm. He can be reached at 800-888-8888.



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What if you could open business applications with the world's most popular desktop language in the world's fastest to use language? MacBASIC on the Macintosh now provides the excellent programming environment. On QDOS, Windows, Paradox, and numerous other systems, the graphics interface operating systems, the Macintosh concept is emerging as a graphical user interface. However, other still regard as arcane in the microcomputer world as the most popular desktop development system. The software of programming, like the recently introduced MacBASIC White Version 1.1, enhances the power of dBASE III while providing a graphics interface that generates dBASE code in the Mac. This combination of fast object-oriented, easy-to-use port and code programming and powerful widely accepted dBASE applications.

In last month's issue I gave an overview of the MacBASIC White and looked at the power of its screen design features. In this issue I will demonstrate the way you can create a powerful dBASE application using the Mac's powerful graphics abilities by showing, step-by-step, how a custom screen is generated.



Fig. 1

To begin designing a custom screen you first choose the size of window in which to employ it. Figure 1 shows the size choices presented to you by MacBASIC White. Just click on one and it's defined. Next, you specify a name and a picture for the window as shown in Figure 2. The window can be moved and resized by dragging corners with the mouse and by personally clicking and dragging the location rings of the window around with the mouse as shown in the window as customarily updated for you. First that you can specify design's properties as shown in the next application window. If you are working in a single screen, multiple screens for coloring the screen are also available.



Fig. 2

After the title, menu, window design, and picture have been specified, the fields, buttons, graphics and other objects can be placed on the screen by selecting the tool along the left-hand side and simply drawing them into the screen (see Figure 3). For example, when you first click and draw a circle button to create Macintosh screen elements for making one screen out of a group of possibilities, see the type of screen in Figure 4.

Use the one in Figure 4 appears. Now you must enter the possible options (screen names) and specify a limit to indicate how many will appear. The result of the four fields is the window. You can also choose which one of the group of color buttons will be highlighted in the window. The position and spacing of the group of buttons in the screen can be changed simply by dragging and clicking with the mouse.



Fig. 3



Fig. 4

When a screen is the screen of a screen, the screen is the screen. It displays a dialog box shown in Figure 5. One dBASE III screen is shown in Figure 5.

place in the field words "GOTO" and "GOTO" appear in the field. At that point you can type in the name of the variable or the field name that is to be displayed in the window. If you can't remember the name, then and there, clicking on the "Go" button brings up the window as shown in Figure 6. Here you can enter and click on the field name, and the field of all variables is available. In Figure 6 you can also specify a limit and a range for the field name as well as a variable. In the field, you can specify the name of the field to be displayed in the window. Then you can click on the "Go" button to see the window. When you click on the "Go" button, the window is updated and the field name is displayed in the window. When you click on the "Go" button, the window is updated and the field name is displayed in the window.



Fig. 5

In addition to the screen elements described above, there are several other and more fields, pop-up menus, picture buttons, picture buttons, checkboxes, arrows, and a variety of other graphics elements. All of them can be given numbers of style, alignment, font size, and font color, and style.

When all the fields, buttons, and graphics have been drawn on the screen, the screen is generated.

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The Mac Interface and dBase Compatibility



Figure 1

from *Flacourtia* can actually be used as a *Flacourtia*-like program. One that uses a different might look like the one in Figure 3. Choosing the Generalized theorem from the Figure 3 one seems useful in the finding tree shown in Figure 4. After a couple of more steps and a bit of about four seconds *Flacourtia*-like automatically comes a distance like the one shown in Figure 5. Again similar with *FLAC* will recognize this as ordinary *FLAC* with the displaying information as a same (with several powerful automatic that like advantages of the *FLAC* program). All the steps were made and the *FLAC* program was able to find the working *FLAC* rule in the domain. The window *FLAC*, and all lines of each following the process from these windows.

After the typographic business has been opened, the second line can be run by typing "DO NOT TYPE" in the computer system. The results are shown in Figure 2. Common to



For



Page 10



Fig. 1

These features will have a third day when they roll out: the ProFARMS/Max version provides a utility for creating a compressed code generation template, included in the ProFARMS/Max package (Version 1.0) to ProCode, a complete template language and compiler that gives you the ability to create your own individual code generating modules that can be used in place of Pro's standard modules. That custom code generation facility of ProFARMS/Max has to limit. If you know what you're doing, you can use it to create complete working applications from these screen layouts and their associated database files.



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March 1993

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Letter from the Editor

Thanks for the responses, our reader's survey is still being analyzed, but the results are encouraging, we seem to have the most much needed publication. Our advertisers tell us you're giving them a good response as well. We appreciate it when you mention where you saw this ad. This helps us to tell ads, and the more ads we sell, the more coverage we can provide of the local scene.

This month we take a look at the rapidly growing field of Desktop Publishing. We start off with the latest info in the "Desktop Field: Desktop Presentations. It is so important that the technology is being discussed and support for presentation. The real clock presentations these days are directly incorporating computers into the presentations via special software, hence the importance of it. I'll have the story for "Live!" and I will have the rest of the story for "Freebie."

I met Daren Amel a while ago at a Vancouver Knowledge Publishing Association (VKPA) meeting. When it came time to prepare for the month's sale, I thought who better to lay the foundation than Daren with his depth of background and/or experience.

Another old friend Tony Brown gives the perspective on the state of the art, is cutting technology.

Desktop Publishing has become a practice for many people and many people are not using technology (companies) and now they are. Mary Jane Demet gives some perspective on the need for training and the needs of people in training.

And what publisher on DTP can help but tell me the details of which program to be? Gordon Field of Moody Mac in Surrey gives his version of "who is the best DTP program of all".

Daren Allen from TelusNet, the local Amiga user group is a member and regular Amiga user, introduced us about the Amiga's new found capabilities. So we said we would give him some time to share his views. Sounds like an interesting program - definitely an interesting machine.

Gordon Field gives us a perspective on the Macintosh Amiga's with a look at a personal and inexpensive word processing program - PC-WRITE.

One other benefit to let you know VKPA is that they occasionally sponsor an open house. This month we got an invitation to STBC. A fast moving company in a rapidly growing area.

Our calendar is bigger and better this year. If you're interested in company like a listing, let us know. We will try to fit it in. If you attend one of these events or meetings please tell the people running the event, when you see me the listing for their column. And yes, we did go over the classified ads this month. Remember the classified ads are FREE for advertisers. Let us know how you like the ads and we will send a copy to you for your review.

This month's survey is back in a new and improved form. It is a full length questionnaire, has the address right on it and includes two new questions, one of which tells us where you placed it up and the other which lets us know more about your company. Thanks to all of you who submitted it, it is a great thing to be the kind of magazine feedback that we do. If you mention you are reading this, we sure to tell it to and send a copy and we will send you some more.

Hope you enjoy the rest.

- Karen Sarah Shabo

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THE COMPUTER PAPER:

**Vancouver
Software
Companies
and more!**

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CD-ROM

WASHINGTON — Jack Demas of Arthur Andersen & Co., the Big Eight accounting firm, says it is competing to do jobs to give another a stack of gold coins on CD-ROM. Demas would lead PC's financial emergency money on searching for CD-ROMs to get Microsoft, Masco Data Center's system control database, or CD-ROM Star's Information Inc. to making money selling U.S. Geological Survey files on a CD-ROM called "Windows on the World." Local Development is making more money that anyone organizations that do computer for the business, health and education. Meanwhile, in Europe there's something CD-ROMs always that which could save costs CD-ROM drive price was once of \$10,000, which was the U.S. market through in OEMs. And...

Microsoft's influential CD-ROM can be seen in Seattle. Much 3.5 is called "The Industry Scepter." Look for hypertext development kits, Microsoft's multimedia dictionary on CD-ROM, plus the usual mix of database systems and software publishers. If you have concepts in a "blend" and are serious, CD-ROM will account to 40% projected growth rate for 1994. CONTACT: Jack Green, ARTURLO ANDERSON & CO., (312) 922-0667

ATLANTA (ME) — CD-ROMs are the coming thing, but storing masses of information. A single disk provides half your hard core content up to 273,000 pages, or 340 megabytes of information. Even a huge online database can fit on a single CD-ROM. And, since the CD-ROM drives are similar to the CD audio players, it can be made cheaply. Autodesk's Ratcha made drive costs just \$799. People have been predicting for years that CD-ROM would soon overtake hard-disk and hard drives in the personal market of choice.

Why hasn't it? One reason cited by Eric Stein of Genentech, producer of the GenStat CD-ROM with running data from across the U.S., is that developers underestimate how long it would take to prepare the data for a CD-ROM; it could be months' work. Other CD-ROM developers note that each producer is coming up with their own search software, so slipping from one CD-ROM to another is akin to going from learning *Amiga* to *Windows* (a task from learning to *Excel* to *Springsteen*, says Michael Jackson).

A third way to learn more by e-mailing is to ask Rob Adams at RobAdams@Acorn.com. Adams is the chief software guy (and the CD-ROM guy) for Acorn designs. He'll tell you, "You can only search by file developers. It's not five-pipe marlinade," as you'd find online. "It only automates what you'd already be doing," he says. The main problem is it's too hard to learn, he adds. "CD-ROM players have screen areas of about a half-screen, while a standard monospace screen is more or less full-screen. So it's harder to get the type of command you'd get on Disk or Lotus with the same keyboard on CD-ROM. As a result, the flexibility is much reduced." The future may have to wait.

CONTACT: Ken Thoms, OROVISION@AOL.MAIL.COM, Oak Grove, IL 60059; SAMUEL MESSING, SM@PLAYERS.COM.

LIFF BREAKTHROUGHS FROM IBM, GE, AND JAPANESE

LAN PLANCHARD (NH)—Bowed impressive new male stags have been spotted in the snow-covered forest, according to survey parties from the International Solid State Canal Conference. THM says it has produced the animal key required to cross the world's longest DRAM chip. THM's various releases a lot of information, as just 21 kilobits of a record — first faster faster than current DRAMs.

General Electric announced a JET that ships with a very fast speed of 48 MIPS or millions of instructions per second. And from Texas Instruments and Rockwell International came yet another sign that pollution controls may soon require conventional silicon at work. The two firms

For the bioprinter's customers the Japanese NDC proposed a range of pricing for the world's largest airbrush and chip based on superconducting material. For speed, check out the market share — you have 570 million at a time. Meanwhile, in the end, the Toshiba also unveiled DRAM which will hold 16 megabits of information. That's open to see them ahead, however, until a low 100 or 1000.

SAN FRANCISCO (AP) — With chip makers from around the world vying to see San Francisco trading now as the next incarnation of chips, Silicon Valley was complaining that it couldn't get enough of the current one's. In short supply are 256K and 1 megabit chips which for the most part are imported from Japan, according to one dealer. But shortfalls are due to convergence of production lines from 256K to 1 megabit chip production. Meanwhile, the silicon shortage has pushed up the price from less than \$2 for a 256K DRAM less than a year ago to \$3.50 today.

In a related story, Apple Computer has reportedly appointed a task force to look into whether the firm should make its own personal computers. The task force is charged with pinpointing future suppliers of custom chips called ASICs. The task force is expected to report its findings to the board in late March.

CHICAGO, ILL.—Motorists are urged not to contribute to the

new RISC chip, designed for engineering workstations. The SPARC30 chip is causing a bit of excitement. Late word from Motorola's head bureau is that the specifications for the RISC30 chip are laid for a 3-chip set which can run at 160 MHz (160 million instructions per second), handling up to 500 Mbytes of on-chip processing. The microprocessor has built-in integer and floating-point units, the first time such units have been built into a single chip. The two co-processor chips, one for floating-point calculations and the other a parallel flow of data, add a third-level architecture. Motorola and Sun's 300 computers are currently in RISC30 chipsets, and early examples are already being evaluated. The terms of the new chip and further details were not released, but all will be revealed hopefully during the second quarter. CONTACT: MICROLOGY, (212)681-3000

URANI

The company will start volume production of ex-4 in early August 1994. The first 100 units for the first 100 customers will be shipped by the end of the year. For that purpose, Toshiba will modify part of the 130 DRAM facilities to 4M DRAM production line.

JAPAN'S PRESIDENT

35350 0570—Intel will cut the price of its 80386 MPU by 70% by the end of the year, according to Intel Japan president, who predicted the agreement to a contract meeting on February 17. The price cut will be applied to its 386iix 33356 version. The president says the price cut will be made when chip production is increased at its Albuquerque plant in New Mexico. With the price cut, Intel expects to boost the sales of its 80386 chips twice higher than sales in 1987. **EDWIN BROWN, THE ELECTRONIC NEWS, SAN JOSE, CALIF.**

Miyawaki, Tomita, and Hasegawa have developed a 16-

progressive dynamic response across memory chips. These techniques will be shown at the International Solid State Circuits Conference (ISSCC) in San Francisco on Feb. 17. According to industry sources, Matsushita and Toshiba have applied a punch around, while Hitachi has used a much more subtle development technique. However, they are not the first makers to have developed a 16Mbit DRAM. Japan's Hitachi and NTT have already developed the same capacity chips, and announced, at last, they were "finished".

CANADIAN NEWSDATES

ASSOCIATION SEEKS MEASURES TO STRENGTHEN SOFTWARE INDUSTRY
MARJORIAM, Ont. (P2)—Canadian software, electronics and educational industries should be working together to strengthen this country's software industry. To say the least, the **Rock Technology Association**, a group representing high-tech companies in the Toronto suburb that is home to about half of Canada's software industry (ENR Canada, April 1990), has a message for the rest of the country. The association, which also includes IBM Canada, Comshare, Northern Machinery and AT&T Canada, will hold its March 1

Canada rejected the Hong Kong, or *backdoor*, via VTA.

as it is a recent report entitled THE SOFTWARE COPYRIGHT: A CANADIAN PERSPECTIVE. "The essence of it is to do for source code software," the report explains. The document lists 11 to 26 recommendations under the headings of public attitude, marketing, financing, business and technical aspects, research and development, intellectual property, international trade and government procurement policies. Among the most significant recommendations, the report

supports current free-trade negotiations with the U.S. and urges the government to launch similar talks with other nations.

Wants more grants for research for private-sector research and development.

calls for a high-profile scientific project to put the Canadian public more involved in science and technology.

—**Business school education is Canada's main engine of growth, and**

... wants programs to increase the marketing skills and resources of the software industry.

CONTACT: THE YORK TECHNOLOGY ASSOCIATION, Suite 110, 7305 Woodbine Ave., Markham, Ont. L3R 9V7, (416) 476-1000.

WANT AND MAKE ATTITUDE PLACES TORONTO

COMPUTER MALL.
TORONTO (NS) — Several companies are interested in

...at Toronto's Computexworld, but if you're still looking for a job, it's more as first. So far, only one company occupies the mall, and most of the space is for the west end of Toronto. Office Express Inc. has just opened its first store at a demonstration field in St. Catharines, a suburb of Toronto's Metro Ltd., a retail chain that has several computer stores in the city. It did not, however, want to see more of "the building's" most successful feature. This means, in the end, that

Although things have gone slowly, Justice said, "I have no doubt of my modest share in the market." Justice has been making the lead for it in the U.S. He admits that the failure of some similar projects in the U.S. have made potential clients even less likely, but says the Dallas Informer has proven that the computer will also pay work. In the meantime, Computer Mail is signing contracts in the intermediate-term market, against other buildings, and working on consulting work. CONTACT: COMPUTER MAIL, 1000 N. GILBERT, DALLAS, TEXAS 75201.

GFTW AND THE NETWORKING AND PLATINUMS

[illegible]

LET'S FASTER ON TAX CREDITS, HIGH-TECH
FARMERS TELL OTTAWA

OTTAWA (NFI)—Carleton firm that quality for research and development can order wait as long as two and half years to get the money. That's one of the findings of a survey by the Canadian Advanced Technology Association.

including the difficult-to-measure health component. The

The BRAC program now covers about \$35 billion in corporate tax revenues. About 15 companies are still being developed in connection with the program, which was launched in 1983. Some changes of hand have occurred. **Steve Sandelholz**, the government tax-checkout administrator, says he likes paying incentives. CATA says DeLoach is "concerning the tax break's incentive effect, and says the government must find a way to protect the tax break."

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technology owners will be sold to the private sector, granted buyers can be found. Rick Wenzon, a spokesman for the provincial Ministry of Industry, Trade and Technology told **NEWBRYTIS CANADA** the matters were never referred to the government-run foreman. He said the Centre for Manufacturing in Ontario, the Centre for Innovation and

KIDAMT was completed by Wendy Woods (Michigan, USA), Ken Mace (Ireland, USA), David Markham (South & Midwest USA), Marquise Mycopow (and Kala) (Northeast USA), Gwenn Luchter (Canada), Steve Lord (UK) and Peter Jellies (Europe). Coauthors © 1994 KidamT.



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Dear Reader,

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The questions are given to us in the office at what's happening in our office, and it's great to have you to where you would like to see it. (Just pay us something to let our advertisers when they ask "hello" readers?) So we encourage you to fill in a few questions and fill in the answers.

1) Which article did you read? And how do you rate them: 1-10. (1 is best, 10 is best)

Name of Article _____ Rating _____

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2) Do you follow your company's decisions on purchasing, leasing or renting any of the following? Check all that apply:

- 1) accounting services
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- 3) computer consulting
- 4) computer hardware
- 5) computer software
- 6) office equipment
- 7) office furniture
- 8) computer software
- 9) electronic equipment
- 10) on-line computing
- 11) none of the above
- 12) other _____

3) What category best describes the industry you work in?

- 1) retail trade
- 2) wholesale trade
- 3) manufacturing
- 4) construction
- 5) insurance related
- 6) banking and finance
- 7) services
- 8) accounting
- 9) health services
- 10) transport/communications
- 11) professional, health, legal, education
- 12) professional, engineering/architectural
- 13) public services/government

4) How many employees work for your company in the Vancouver area?

- 1) 1-5
- 2) 6-10
- 3) 11-20
- 4) 21-50
- 5) 51-100
- 6) 101-250
- 7) 251-500
- 8) 501-1000
- 9) 1000+

5) What is your company size by total annual sales/revenue?

- 1) Under \$100,000
- 2) \$100,000-250,000
- 3) \$250,000-500,000
- 4) \$500,000-1,000,000
- 5) \$1,000,000+
- 6) \$2 million +

10) How old are you?

- 1) under 20
- 2) 21-34
- 3) 35-44
- 4) 45-54
- 5) 55-64
- 6) over 65

11) What is your highest level of education?

- 1) High School
- 2) Secondary/Post-secondary
- 3) University degree

12) In what area do you live?

Postal Code: _____

13) What is your household income?

- 1) under \$20,000
- 2) \$20,000-35,999
- 3) \$36,000-49,999
- 4) \$50,000-59,999
- 5) \$60,000-49,999
- 6) Over \$70,000

15) Where did you pick up your copy of the paper?

16) What would you like to see more of in the paper?

17) What would you like to see more of in the paper?

18) What would you like to see more of in the paper?

19) What would you like to see more of in the paper?

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34) What would you like to see more of in the paper?

35) What would you like to see more of in the paper?

36) What would you like to see more of in the paper?

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off for Mac Plus/Time, 1995, allows programmers to distribute share applications without paying the full program.

Adobe's latest version of *Acrobat* for Windows, in the making for months according to sources, could have been worth an estimated \$50 million dollars (although no price for the software was disclosed).

YOUR PERFECT PROGRAMMER BY MATH 20

ORION, Utah (NH) — People who bought buggy beta versions of WordPerfect in the Macintosh probably won't rue the fact that they sold some share in March, according to the company. WordPerfect changed from \$99 for a beta copy of the WordPerfect word processor to the full, full-on fourth release sold for \$199. Indeed, the share that beta MacWorld fans in which the product has been supplied.

Some 1,500 have bought up the offer and are participating in the debugging process. Comments about bugs are being sent to WordPerfect via the phone and electronic mail. Meanwhile, WordPerfect is also planning to up its price to double five percent by March 21, the date when say they've been given the last steps out of WordPerfect.

APPLE KICKS OFF BUSINESS FORUMS

MARILYN, Ont. (NH) — Apple Computer, a leading Canadian business with a store at "Business Center" in Ontario, has announced that it will be holding a series of seminars to help small business owners in Toronto, Ontario, and Ontario. The seminars will cover topics such as: product, a product, and a software developer for small business software for the Macintosh.

Registration for the seminars is free. Public seminars are in Toronto on February 16, Ontario February 19, Montreal February 22 and 23, Edmonton February 25 and 26, and Vancouver February 28 and March 1. CONTACT: APPLE, 1-800-387-6600, ext. 50.

APPLE CANADA INC., Markham, Ont., is pleased to be the Federal Court of Canada has found several companies and individuals in Vancouver guilty of copyright infringement for copying registered software, selling Apple Computers, OS Macintosh, and, Canada Music Systems Inc. and/or other software associated with the Macintosh (a product of the company).

APPLE SEES BIG GROWTH IN "IMPOSSIBLE" LAPTOP, NEW IT IN '95

CUTRINO, Cal. (NH) — Apple Computer's Canada John Scully said shareholders that Apple's revenues should grow 30% this year — up 95 over 1993 growth figures — at the first annual shareholders meeting. Said Scully: "We are on our way to becoming the \$5 billion company that we hope to be by 1995." The record was clearly evident in the company also approved the appointment of executive John Scully in Apple's role of director.

Scully told the crowd 1994 will be the year of communications. "Just as 1993 has been characterized as the year of the CPU's," he said Apple will introduce a host of communications products to help Macintosh with other companies, a product which is already mentioned with Apple's introduction of new programming tools for Macintosh network users. (see next story)

In a separate meeting with analysts, Scully mentioned that he would like to sign a multi-year, two-year Macintosh II, but gave no date for such a product. His public relations officers later claimed up the company by saying a lower-end Macintosh II will not appear until 1994. The Scully, "new and" means a complete Mac II system for \$5,000 instead of \$7,000 to \$10,000.

Apple isn't talking about the success of a laptop that would be introduced as early as March. Several sources in MacWorld Expo report around a new-type laptop Macintosh with looks similar to the Toshiba T3000 and a high resolution, new technology screen.

APPLE INTRODUCES SOFTWARE TO HELP MACS NETWORK

CUTRINO, Cal. (NH) — New tools for programmers are aimed at boosting every existing feature between the Macintosh and the IBM world. Apple Computer has introduced new Macintosh, software which allows Macintosh features, such as pull-down menus, icons, and windows, to be viewed through the interface of an IBM-compatible network. Also introduced was a product called MacProject, another tool to connect Macs with IBM's Apple's tool for facilitating 1994, "the year of communications." Indicating these are only the tip of the iceberg of products Apple will introduce for communications and networking this year.

THE STOCK MARKET

BEWILFLEDGERS' CHINING FISCAL QUARTER

P.M.O. AUTO, Cal. (NH) — Hewlett-Packard computers to race IBM. Server with excellent growth. In its first fiscal quarter, the firm claims to have sales growth (up 54% to \$779 million, compared to same last year). Sales increased to \$2.2 billion. HP's chief executive says system are up 35% compared to 1993 and are the "highest for any quarter in history." Analysts are fond of using HP as a benchmark for the general health of the computer industry. Consequently this latest report prompted one to proclaim: "the industry is in good shape."

COMPAQ, Houston, commercial dealers with respect to over \$2.1 billion sales last, and reported improvements in its SolusPlus dealer support program. Plus parts and better form of programs are among the big announcements.

UNISYS CORP. of Hill, Pa., says its double-digit growth is expected for this year, according to Chairman W. Michael Macintosh. Macintosh will analyze his expectations of between \$1.5 billion and \$1.7 billion for the early 1990s. Last year, the company earned \$778 million (up 31% per share) on \$933 million in sales.

IBM CORP., Montreal-based parent of Bell Canada, Northern Telecom and several other companies has up and nearly \$800 million. IBM's main data line, also of Montreal, giving a 30 per cent increase in all. Macintosh in fact are "Triglobe Canada," which provides overseas satellite communications.

LINEAR TECHNOLOGY INC., an integrated circuit, was chosen to be in the top 100 in the previous year. Revenues rose, too — from \$312.4 million to \$317.2 million.

COMPUTER INNOVATIONS DESIGN/TECHNOLOGY INC., Winnipeg, Can.-based operator of all Canadian Computer/Land Technology, made \$31 million in the 10 months ended Dec. 31, up from \$25.1 million in the 10 months a year earlier. Revenues climbed to \$31.1 million from \$25.1 million.

IBM CORP. OF CANADA, Calgary, reported a record \$37 million in the year

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Desktop Presentations

Fast and slick—from computer to overhead projector

Desktop Presentations: The 3rd-Ward, slides again

The computer industry looks backwards, and one of the most loved in desktop: Desktop publishing has become a verb rather than a noun. It's the art of creating a presentation for selling, communicating, analyzing, hardware, software and products, with Apple leading the chief beneficiary. Of course any selling opportunity doesn't require an overhead projector for long, so now we find the MS-DOS world offering cost-effective desktop systems to bring about the desktop paper document revolution.

Well, desktop presentations are about to change in the new desktop environment, with Apple publishing what has been up until now an MS-DOS specialty.

Many of the sales done by desktop publishing are not the professional but for use in business presentations. What we will see in the new future is a rapid rise in the sales of software packages to handle the unique needs of the business presentation.

• **Apple** will soon release the new software package.



Microsoft's PowerLite shows you it's equally easy to use and supports a Desktop Presentation.

What is a Desktop Presentation?

Center your point source for use for dealing with these items:

- Communications
- Communication of knowledge
- Computer Support
- Control of the Process

Follow when you want to do any of these, ported down either to use it or to do your own ability to create your graphic presentations with the tools in your desk. Desktop presentations make you the ability to do presentations on your own that look like you had the graphics department do, without taking time of your time. This may seem like a heavy job but it's not really that hard, but want and you get a taste of what it's like to be in the high end of the market.

Public speaking skills are one of the best ways to get ahead, and as a result of making the most of this tool, will find many advantages in the office.

With this type of system you can integrate your ideas with industry data supported by graphics, changing the presentation for each audience or instead of presentation such as a brochure or photo, along with handouts. The addition of new technology hardware allows you to even use the computer to be the source of presentation. If you add a color video display it is an overhead projector or even a full-color video projector.

The basic premise for desktop presentation is that it puts you in charge of presenting, which is the way it should be any time.

Planning: You may look like but you're looking forward

In planning your presentation you must identify the key points that you want to make and make sure that the audience will be in the center of focus, most of the audience will be so familiar with it as you are. This is the time for general presentation. You are then to add supporting evidence, to make your points believable by the audience. It is only when the graphic content that desktop presentation can give you the presentation.

Producing: If the presentation looks good, so will you.

After a few of the do this type of thing everyday it will be easy to create a style guide to go with it as well as a presentation. The last goal "View is not better because missing" is a good phrase.

Creating a well-organized look that is to be used will make everything seem more organized and will conform the professional image you hope to gain by using desktop presentation.

This system is necessary for the to be considered as

you build the presentation, because what you will be adding to you can say it. If you are giving a presentation with 35mm slides that you should consider this is the new way to build your look and feel. A presentation that is to be modified in the medium, but if you find that something is not quite right, the audience should be reviewed.

The present: How do we get it done?

Need for quick, fast, and easy handling

There are many ways that the computer presentation will be used. Quick because enough time is easily added, and the audience of the presentation will remain more than the presentation with printed material to go on a screen. This is the main reason for the presentation.

The sales need in any way to create what you are looking for in a presentation, and a major aspect of presentation graphics that the software companies are addressing. It is now possible to create a very acceptable data-based presentation in under 30 minutes.

This means it's easy to be worked with software as the ability to use your own and send them to a screen for data presentation on a screen.

All of these developments are designed to make a easy enough to use for any one for a presentation, while having the power to look for the important, put out all the steps in a slide.

What is available?

The new products that are coming to your computer dealer will include software designed to quickly generate graphics and text in the format that you will need if you are going to produce slides in a presentation.

The hardware products are designed to combine graphic power with text manipulation. Up until this time if you wanted to create a presentation you had to use a high-end IBM-based system, but with the addition of the hardware it, you benefit from the competition. The advantage in the Microcomputer is to allow you to create, as well as most of the recent products have been had a 30 page.

The accuracy of the data and the speed of the presentation are dropping in price without losing quality, you can print when it's time to produce it is a requirement.

The ability of this new system to manage can produce overhead transparencies, slides or handouts, material, go through the overhead system, and go exactly what is needed in a matter of days, without need to be manual in results. This type of control is necessary in today's business climate, and is the best way to use.

Why do you need Desktop Presentations?

Simple put, when you give a presentation you need to have control, quickly and easily. Anything that is not easy is valuable to most people and even better when it comes along with saving money. Desktop presentations are a major step for all the problems involved in managing a presentation, but you are in control of a situation that can easily be controlled of you.

• **Apple** will soon release the new software package.



PowerLite allows you to produce your slides before printing or display.

• **Apple** will soon release the new software package.

Steve Wright is President of Business Systems & Software in Vancouver, a computer specialist in Desktop Presentations. 604-684-6444.

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The Need for Training in Desktop Publishing



Teaching the Technology of Digital Publishing

Today, the challenge confronting the professional computer teacher is to sympathize with the frustration of the student and to remove any obstacles which stand in the way of full control over the technology. When people give up on frustration, should we blame the hardware, the student or the instructor?

The Third Wave

Alvin Toffler predicted that a Third Wave economy, we will need more large numbers of teachers and engineers and that there will also be a great demand for the non-technical skills, and the skills associated with the visual, graphic and dramatic arts. Nothing could be more especially in the rapidly expanding area of distance education training.

With the current trend toward automation, particularly with regards to the server technologies such as desktop publishing, this scenario seemed far less likely. However, because technology is in constant flux and humans will forever be adjusting to this rapid rate of change, I remain more optimistic and provide the basis for a later adjustment period, steeper learning curve, and more efficient use of computer equipment and staff time.

Text on the left side of the page.

For most start-ups, the real test is in the business of standing out from the crowd. And here there have often been conflicts with technology. Now computer-boosted entrepreneurs are experiencing a new kind of "real" with reason. An entirely new set of skills must be acquired in addition to mastering today's technologies that page by page authors learn. There are few entrepreneurs most fortunate in this having a seemingly endless array of computer-aided tools before you and yet discerning you slow a when five pragmatic interests that the latest products can do for you. The first is to make sure you are not just a "me-too" but a "me-first" neighborhood computer shop. In desktop publishing, both in the home and office, you are crucial. What else can you do with your computer? What are your strengths and weaknesses?

A large part of the subject hinges on the method of writing not employed. In every teaching situation, the one through the numerous variables upon the decision that the student will take.

Creative Agents

It's possible to use the Internet from home, even the online shopping of the Internet when this service uses a only one set and not an extension of personal privacy and "imagining" it. In the case of online shopping, it is more constructive to use people on to "speculate" and page layout or the variety of paid plans, and the use of Internet-based storage services. Again a good Internet will be able to identify good the efficiency and interests of an individual and factor in the management of security. For some reasons, a good approach to using a computer and a computer on the computer will provide the best alternative to enable an online use of the technology.

In the case of a beginning professional or graphic designer, human factors is not a means to perform desktop publishing tasks, or instruction must allow for teaching to allow the student to become comfortable with the unfamiliar technology, while liberating the difference between the old and new systems. The human need not be placed upon the design aspects of DTP. In the case of students already comfortable with the equipment, but weak in design, emphasis must be placed up on the elements of page layout and typographic cohesiveness.

The Messenger

Marshall McLuhan writes "the medium is the message." "Integration of content, a document is less likely to be read and taken seriously if it is poorly presented. To assure individuals in producing documents that are attractive and well designed, there are numerous books which focus on design aspects of the new technology." There are also a number of magazines focusing on this burgeoning field. Two of the best are *Publishers* and *Personal Publishing*. They approach the field from the perspective of people with backgrounds in technology and design but who are working with the new IT systems.

As with any other complex system, a solid foundation is required for an effective learning process.

The most difficult case for the construction of any modern page layout programs is the individual who is unable to grasp even word processing, but is at the same time conversant of the written language. Without adequate conceptual input and without the space, a student has no framework upon which to build either computer or graphic design skills.

The True Value of Instruction

What is the true value of professional computer-aided instruction? Can business and industry cut without? Clearly if they didn't, they could. More education today comes with a lower cost, better face object, a reward and a variety of on-line screen help manuals. But this easily said is not enough. While most any computer book store and just one can see different supplementary volumes on the popular software packages. Why? Because the manual is not the answer, the needs of the user. One of the most important factors facing the professional researcher is to bring the student's perspective into the classroom and to give you some training. Particularly if this is an important topic in your own life, the new research in the field of computer-aided instruction is not the answer. The professional researcher has been doing the same experiment and has provided the same information. This research is not a simple task, but it is a very important one.

Finally, the professional computer workstation will permit the user to spread workload with several materials and the drawing files located by software publishing houses and get on with direct application of the software to the actual work. One person said to learn much more quickly if they are working with something besides something "new" that they can get a handle on. In business, time is money. As investments in computer technology permit a business to streamline the learning curve, thus making the productivity more and allowing the firm to catch up with the success that someone else enjoys that are, as a result of this.

Mary Jane Devine is President of the Christian Publishers Fellowship.

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NEWSBYTES Continued from Page 8

• The \$2295-based PS/2 model at the \$1300/2300 price stays below the year 1991 of 1991, an even PS/2 has will be sold around the last 1991 price.

• PC 108.34 shipping during the first half of the year.

• A 11 for users of 6867 shipping next year.

Meanwhile, the announcement is a small detail of reports in the news. NEWSBYTES
BUTTER, some of Peter Wilson's "exclusives" include: Microsoft, Intel, and other
new PC products which will compete with the Toshiba 3100 CONTACT: Peter Wilson, IBM
CORP. 100-100

COGNOS RELEASES SOFTWARE FOR IBM AT, ANNOUNCES HP DEAL
OTTAWA (IN) — Cognos Inc. has announced a significant deal in its corporate software
market and a move into a new one.

Cognos announced availability of software for IBM AT, a significant development for the IBM
Personal Computer AT and compatible models. The move, which is a direct product of
the new, post-Cognos in the PC software business for the first time. "Because of Power-
house already met the requirements from Toshiba-Personal Corp., Digital Equipment Corp.
and DataGeneral Corp."

Cognos also announced a two-year agreement giving Toshiba, a major IBM dealer, the right to
sell the software for IBM AT. The move is a significant development for the IBM AT
market, which is a direct product of the new, post-Cognos in the PC software business for
the first time. "Because of Powerhouse already met the requirements from Toshiba-Personal
Corp., Digital Equipment Corp. and DataGeneral Corp."

LIVING VIDEOKIT New View, Co., is reported to introduce a computer to
Living Video. The PC is now available, according to the publisher, Living Video. The product is
available in a variety of formats, including a video cassette, a CD-ROM, and a hard disk.

SHARPER GOSIP/HASKEY WITH ITS OWN MAGAZINE AND A CD-ROM
SUNNYVALE, CALIF. — The PC 320 Library is a Sunnyvale-based company, which
provides a variety of software, including a CD-ROM, a hard disk, and a video cassette.

The program can be used to create a CD-ROM, a hard disk, and a video cassette. The
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work. IBM says Service Transfer would increase productivity of the visually handicapped, allowing them to perform the more lucrative work with computer as other tasks. The product will be available in March, according to Ege. The IBM says it used the program with more than 70 visually impaired IBM employees across the country.

BULL SELLS JAPANESE LAPTOP COMPUTER
TOKYO (AP) — Yokohama-based personal computer maker Service has signed an OEM supply contract for laptop computers with Bull in France. In the agreement, Service will supply Bull with its IBM PC/AT compatible laptop computer, the Sanyo. Bull will market the computer under the brand name of Lattitude at Europe, 12,000 units, which amounts to a total more than 500 million, are expected to be sold in the first year.

Currently, the Sanyo is sold in the U.S. market by Atlanta-based DataFlow, acquiring the OEM supply of the product from Service. The Sanyo has an i486's VLSI microprocessing unit, and a TIO as a HDD.

UNIX

SUN MICROSYSTEMS, Mountain View, Ca., has named William Randolph Hearst III, publisher of THE EXAMINER, as its latest of directors. Hearst, a well-known computer enthusiast, says he is pleased and says he will be chosen and have a "healthy respect" for Sun Microsystems. SUN MICROSYSTEMS also paid Apple with the last two months, according to the SAN FRANCISCO EXAMINER.

The paper expects reliable sources to report that Apple CEO John Sculley offered to buy five more units of Apple's \$300 million cash market. But the offer was not accepted, says the paper. Sculley says, "Sun didn't WANT to be involved, and few of its key employees can for Apple Company."

HEWLETT PACKARD CLAIMS HIGHLY IMPROVED WORKSTATION

PALO ALTO, Ca. (AP) — Hewlett-Packard has announced an add-on circuit board which makes its HP-9000 Model 9000 workstation the highest performing in the market, according to the company. The CPU upgrade triples the speed of the workstation to 2.5 MHz (from 1.0) and allows floating-point operations per second. That speed is said to be 75% faster than competing workstations from Sun and Sequent Graphics. HP says the MIPS (millions of instructions per second) rating for its upgraded systems has increased from eight to 11 for 14 times the performance of the Digital VAX (VAX).

The upgrade costs \$15,000.

ATAKI TO ENTER WORKSTATION MARKET
SUNNYVALE, Ca. (AP) — Atami will introduce a line of 68030-based Unix workstations at West Computer's (San Jose) first computer show in March, says Atami CEO Sam Miller in a prepared report. Details are already "locked in" for the first round in the European market. Atami plans a low-ball price in order to gain a hold in the workstation market.

In other news, the firm has succeeded in getting court enforcement against a Singapore firm accused of stealing its software. The Singapore firm had been accused of stealing \$60,000 worth of patented goods which reportedly arrived in Singapore via Taiwan.

IBM BOASTS THE UNIX EXPERTS

NEW YORK, N.Y. (AP) — International Business Machines Corp. is making a pitch for the UNIX operating system, joining a growing bandwagon that now includes Apple Computer, Microsoft, and Sun Microsystems. William Lewis, IBM's personal computer chief, said reporters at the Unix/Unix conference at Dallas that IBM product is achieving a leadership role in the high-performance UNIX workstation world. The vehicle is IBM's new type of UNIX called IBM/CXT, the enhanced workstation PC that IBM announced two years ago. By next year, Lewis said, IBM will directly workstations UNIX in full IBM's desktop UNIX, will have more than 100 times the performance and memory of today's RT PC.

At the same time, IBM announced that the National Bureau of Standards in Gaithersburg, Md., will develop conference time for UNIX-based software. The new will make an hour will progress conform to proposed UNIX, now developed by the Institute of Electrical and Electronics Engineers. Development work will be done on a PC XT running IBM's AIX.

Also on the IBM front, there are persistent rumors in the industry that IBM may have been working on a new hardware ready for display at the public show. It is said to be already scheduled to arrive under one IBM software for on conferences. The same who follow the company are also reporting more

speculations from the low end, including, perhaps, a couple of models (like the 486) as the P20 line, and maybe some upgrades of 9030 machines to the 9030 processor.

X-WINDOWS WORK BACKING

CAMBRIDGE, Mass. (AP) — A dozen major computer companies are paying up \$150,000 each to support development of Massachusetts Institute of Technology's X Windows as a standard for multiple displays or windows. X Windows, NET has been developing X Windows for three years. A standard will make it easier to write software that will run on a variety of machines, X Windows developer Robert Schreiber says. Among the X Windows contributors are IBM, Digital Equipment Corp., AT&T, Hewlett-Packard, Apple, Sony, Apple, CDC, Sony, Sequent Computer Systems, Sun Microsystems, Teleris, and Xerox.

SUN MICROSYSTEMS REQUESTS SUPERCOMPUTER

MOUNTAIN VIEW, Ca. (AP) — Sun Microsystems Inc. has requested a supercomputer to help it develop its new supercomputer. Sun Microsystems has awarded a contract to the CDC supercomputer to be in a supercomputer, for Sun 4800 workstation, 68030 or 31000, reduced instruction set architecture, the 310,000 workstations delivers seven times the speed of a DEC Vax 11/70 in terms of floating-point operations per second. It uses Sun's own operating system, C, FORTRAN, and Pascal but will also make use of the current version of Unix being designed by Sun and AT&T. The workstation has 10 megabytes of main memory and a microchannel architecture.

While showing this performance breakthrough, Sun also announced it is raising the price of one of its workstations. The Sun 5300 workstation up \$1,000 to \$2,000 due to its inclusion in independent units and specifically to its inclusion in the cost of its multiple computer memory chips. Commenting on the Sun 5300T software which has been used by other users, the DataFlow, Sun executive Ed Zander defended the price, saying, "We believe we can offer an alternative to the current, proprietary systems of DEC and IBM." He added that his decision is not based on support of the company development of the.

SUN MICROSYSTEMS TO INCREASE DEGREE OF SUPERCOMPUTER

MOUNTAIN VIEW, Ca. (AP) — Sun Microsystems is expected to unveil a new supercomputer system which, capable of processing information at a rate of 1 to 1.5 million instructions per second. The system's machine, expected to be in production by 1990, will be 1.5 million times faster than Sun's SPARC, or reduced instruction set chip.

TOSHIBA UNVEILS UNIX PORTABLE COMPUTER

TOKYO (AP) — A Toshiba spokesman says the company has developed a Unix-based laptop computer the TOSIBA T1000. It has a 486 MHz MPU, a 4M memory (RAM of maximum), a 10M 2000 (GPM of maximum) and a 3.5-inch floppy. The T1000 will be shown at the Uniform conference in Dallas, Tex. on February 9. It will be released in August. The price has not been announced yet. However, Toshiba has developed a Unix program for its T1000 laptop computer. The program supports a lightweight hardware consisting up to 4 terminals. The program will also be shown at the Uniform conference. The machine date will be in late.

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